## Message Text

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PAGE 01 STATE 002301 ORIGIN XMB-04

INFO OCT-01 AF-10 ISO-00 EB-08 /023 R

XMB

DRAFTED BY XMB: J H HUBER:EMC APPROVED BY AF/S:DKPETTERSON XMB: B O'BOYLE

C NORRIS

EB/IFD/ODF:TPARKER

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R 051916Z JAN 78 FM SECSTATE WASHDC TO AMEMBASSY MAPUTO

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E.O. 11652: N/A

'AGS: EFIN, MZ

SUBJECT: SALE OF FIAT-ALLIS EQUIPMENT TO DIRECAO NACIONAL DE ESTRADAS

REFERENCE: MAPUTO 1451

1. EXIMBANK HAS RECEIVED A SECOND AND REDUCED REQUEST FROM CROCKER BANK INTERNATIONAL (CHICAGO) FOR AN EXPORTER CREDIT GUARANTEE INVOLVING THE SALE OF DLRS 781,250 IN ROAD BUILDING EQUIPMENT (CRAWLER TRACTORS, SCRAPERS AND LIMITED OFFICIAL USE

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PAGE 02 STATE 002301

MOTOR GRADERS) TO THE DIRECAO NACIONAL DE ESTRADAS, AVENIDA DE MOZAMBIQUE, KM1.2, MAPUTO. CASH WOULD BE 20 PERCENT AND FINANCED PORTION OF DLRS 625,000 WOULD BE REPAYABLE IN 9 SEMIANNUAL INSTALLMENTS.

2. EXIMBANK GREATLY APPRECIATES EMBASSY EFFORTS IN SEND-ING LATEST ECONOMIC AND FINANCIAL DATA, PER REFTEL. UNFORTUNATELY, DATA TRANSMITTED, WHILE INCOMPLETE, SUGGESTS THAT IT WOULD BE DIFFICULT TO ESTABLISH A FINDING OF

"REASONABLE ASSURANCE OF REPAYMENT", EVEN FOR RELATIVELY SMALL AMOUNTS.

- 3. EXIMBANK WOULD LIKE TO BE RESPONSIVE TO REQUESTS FOR URGENTLY NEEDED EQUIPMENT TO MAINTAIN THE COUNTRY'S TRANSPORT INFRASTRUCTURE, SUCH AS THE CASE MENTIONED ABOVE. HOWEVER, THERE MUST BE A FINDING OF "REASONABLE ASSURANCE OF REPAYMENT" TO SATISFY EXIMBANK'S CONGRESSIONAL MANDATE.
- 4. WOULD APPRECIATE IT IF THE EMBASSY COULD COMMENT ON GOM'S CREDITWORTHINESS AND SUGGEST WAYS IN WHICH THE REPAYMENT OF POSSIBLE NEW EXIMBANK EXPOSURE IN MOZAMBIQUE COULD BE ASSURED. CHRISTOPHER

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